

TABLE 44

SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018
GOOD TIME TO SELL													
Prices are high; good sales available	35%	31%	34%	36%	35%	33%	33%	34%	30%	37%	34%	34%	39%
Prices won't go up; are going lower	1	3	2	1	4	2	2	3	3	3	3	1	3
Interest rates are low credit is easy	13	14	13	15	11	14	13	10	11	14	11	13	10
Sell-in-advance of rising interest rates	3	3	2	1	1	2	1	2	2	3	6	4	4
Times are good; prosperity	27	25	26	26	26	26	26	25	28	28	31	33	27
Capital appreciation; would make money	6	5	7	4	7	6	4	5	5	4	3	4	5
BAD TIME TO SELL													
Prices are low	14	15	18	15	13	14	15	13	15	12	10	13	11
Interest rates are high; credit is tight	3	3	2	1	1	2	3	3	1	2	3	3	1
Times are bad; can't afford to buy	6	6	7	7	6	6	8	9	8	6	6	8	7
Bad times ahead; uncertain future	2	2	3	3	3	2	1	3	2	2	2	1	1
Capital depreciation; would lose money	2	2	2	3	3	2	2	2	3	2	1	2	2

SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS

PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	17	18	18	18	20	21	20	19	18	20	21	23	24
Age 18 to 44	17	15	14	11	13	14	14	15	15	18	22	24	26
Age 45 to 64	19	22	23	26	28	27	24	22	22	24	23	25	25
Age 65+	12	14	15	15	18	22	23	21	19	20	20	21	21
Income Bottom Third	5	4	3	4	5	7	5	3	1	5	7	10	10
Income Middle Third	15	17	17	20	23	23	21	18	18	19	23	25	27
Income Top Third	31	33	33	29	32	33	34	35	35	37	36	38	38

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	9	10	11	12	12	12	11	10	9	10	10	10	9
Age 18 to 44	5	4	5	6	6	6	6	5	5	5	5	5	4
Age 45 to 64	11	14	15	16	14	14	14	14	13	13	12	13	13
Age 65+	16	17	14	15	16	17	13	11	10	14	16	15	12
Income Bottom Third	5	7	7	8	7	6	3	3	5	6	5	5	5
Income Middle Third	8	8	9	11	11	13	13	11	7	8	9	9	8
Income Top Third	15	17	15	15	15	16	16	15	16	16	16	15	14

Response to the query: "Why do you say so?" following the question on Table 43.

May add to more than 100% due to multiple mentions.

*: Less than half of one percent.